

ALABAMA COMPANY INCREASES PRODUCTION, SAVES COSTS,  
AND GROWS SALES

**ABOUT MAYCO INDUSTRIES, INC.** Mayco Industries, Inc., located in Birmingham, Alabama, is the largest and most diversified manufacturer of non-ferrous metal (lead) products in the United States. Mayco not only manufactures products but also offers engineering support and design consultation. The company re-melts scrap lead in order to minimize production costs. Mayco's product list includes: radiation shielding, roofing and plumbing components, ballast (primarily for nautical weights) and lead shot for ammunition. The company reports an annual sales volume of more than \$40 million and has around one hundred employees.

**THE CHALLENGE.** In an effort to increase productivity and efficiency, Mayco recognized the need to implement additional Lean continuous improvement (CI) projects to include applied equipment maintenance. Total Productive Maintenance (TPM) training would provide the skills needed to allow equipment operators to enhance the current and future performance and longevity of critical manufacturing equipment. The company reached out to the Alabama Technology Network (ATN-AU), part of the MEP National Network™, for assistance.

**MEP CENTER'S ROLE.** After an assessment of the critical need, ATN-AU staff designed a TPM training program focused on the lifecycle approach, using teams to improve the availability, performance, and quality of critical machines. This methods approach ensured that every machine in the production process was always able to perform its required tasks so that production was never interrupted. The ultimate goal of TPM and CI was to maintain production equipment so that the equipment could perform at maximum capacity. The increased equipment efficiency translated into less downtime for the equipment and increased efficiency, which increased production, improved cost savings, and led to increased and retained sales.

"If scrutinized hard I am sure the dollar figures I put down could have been much more after considering ripple effects. I cannot speak enough about your staff and their unbiased approach to manufacturing coaching. It has really catapulted our facility into another dimension from understanding and exercising TMP and Continuous Improvement practices. It has spilled over into another plant we have in Granite City, IL. Partnering with ATN has been a tremendous investment for us."

-Riley Blackmon, Plant Manager

## RESULTS



Cost savings of **\$75,000**



Created **5** new jobs



**\$410,000** in increased/retained sales



**\$180,000** investment in new workforce practices, equipment, and processes

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